

# Sales Order

Station: **WIBC-FM** Contract#: **0** Agency: **KATZ MEDIA GROUP**  
 Contract Name: **ESAF / 4410 WIBC** Address: **125 WEST 55TH STREET 3RD FL.**  
 Proposal#: **57DC5ED6-2670-4BB4-8AC8-B04D086A719** City: **NEW YORK** State: **NY** Zip: **10019**  
**6** Buyer:  
 Start Date: **11/05/16** End Date: **11/08/16** Tax Schedule: **(None)**  
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Agency Commission %: **15**  
 Advertiser: **ISSUE (A)** Billing Cycle: **Standard**  
 Address: Salesperson: **EASTMANPHILADEL** Comm %: **8.50**  
 City: State: Zip: Makegood Policy: **WITHIN CONTRACT DATES**  
 Product Name: **ESAF/BAYH CON/441**  
 Estimate #: **4410**  
 Agency Client Code: **ESAF**  
 Competitive Code: **PO-POLITICAL ISSUES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	11/07/16	11/08/16		6:00 AM	10:00 AM	60								5	D	450.00	5	2,250.00		
2	11/05/16	11/05/16		6:00 AM	10:00 AM	60	3	2					2		2	D	100.00	2	200.00	
3	11/06/16	11/06/16		6:00 AM	10:00 AM	60							2	2	2	D	80.00	2	160.00	
4	11/07/16	11/07/16		10:00 AM	3:00 PM	60	2							2	D	450.00	2	900.00		
5	11/05/16	11/05/16		10:00 AM	3:00 PM	60						2		2	D	100.00	2	200.00		
6	11/06/16	11/06/16		10:00 AM	3:00 PM	60							2	2	D	80.00	2	160.00		
7	11/07/16	11/07/16		3:00 PM	7:00 PM	60	3							3	D	450.00	3	1,350.00		
8	11/05/16	11/05/16		3:00 PM	7:00 PM	60						2		2	D	100.00	2	200.00		
9	11/06/16	11/06/16		3:00 PM	7:00 PM	60							2	2	D	80.00	2	160.00		

## Billing Projections: By Month

Nov 16  
 CA 5,580.00  
 ST 5,580.00

☒ Print Spot Prices

TOTAL SPOTS 22  
 GROSS TOTAL \$ 5,580.00  
 ADJUSTED SPOTS 22  
 ADJUSTED TOTAL \$ 5,580.00

✓	Station	_____
✓	Spot Length	_____
✓	Station	_____
✓	Spot Length	_____
✓	Station	_____
✓	Spot Length	_____
✓	Station	_____
✓	Spot Length	_____

## APPROVE DECLINE

☐ ☐ General Manager  
☐ ☐ Sales Manager  
☐ ☐ National Sales Manager  
☐ ☐ Local Sales Manager

11/4

jm 11/8/16

Nov 04, 16  
 CONT# 30228243 Mod# Ver# 1 (Last = )  
 REP EASTMAN  
 TO WIBC-FM (Indianapolis IN)  
 FM PATRICK MCGEE  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: ESAF / IN / 4410

SALESPERSON FAX#

PH # 410-825-9877

BYR Helen Hanratty  
 ADV ENDING SPENDING ACTION FUND  
 PDT Issue IN  
 FLT Nov 05, 16 - Nov 08, 16

\* REP ORDER COMMENT \*

\*\* 11/4/2016 12:47:00 PM: MENTZER MEDIA HAS PAID KATZ CIA VIA CREDIT CARD - WHEN AN AGENCY PAYS KATZ MEDIA VIA CREDIT CARD, THERE IS A CUSTOMARY CREDIT CARD CHARGE ASSOCIATED WITH THE PAYMENT WHICH WILL BE CHARGED BACK TO THE STATIONS. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY WITH ALL POLITICAL/ISSUE ORDERS. PLEASE CONFIRM WITH MICHAEL.MERGET@KATZRADIOGROUP.COM. 215.557.4208. THANKS!

\*\* 11/4/2016 12:47:00 PM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b><u>FLIGHT 1</u></b>							
	1.1	.....S.	6A - 10A	60	11/05/2016 - 11/05/2016	1D	2	\$100.00	2
	1.2	.....S.	10A - 3P	60	11/05/2016 - 11/05/2016	1D	2	\$100.00	2
	1.3	.....S.	3P - 7P	60	11/05/2016 - 11/05/2016	1D	2	\$100.00	2
				** FLIGHT TOTALS **			6	\$600.00	
		<b><u>FLIGHT 2</u></b>							
	2.1	.....S	6A - 10A	60	11/06/2016 - 11/06/2016	1D	2	\$80.00	2
	2.2	.....S	10A - 3P	60	11/06/2016 - 11/06/2016	1D	2	\$80.00	2
	2.3	.....S	3P - 7P	60	11/06/2016 - 11/06/2016	1D	2	\$80.00	2
				** FLIGHT TOTALS **			6	\$480.00	
		<b><u>FLIGHT 3</u></b>							
	3.1	M.....	6A - 10A	60	11/07/2016 - 11/07/2016	1D	3	\$450.00	3
	3.2	M.....	10A - 3P	60	11/07/2016 - 11/07/2016	1D	2	\$450.00	2
	3.3	M.....	3P - 7P	60	11/07/2016 - 11/07/2016	1D	3	\$450.00	3
				** FLIGHT TOTALS **			8	\$3,600.00	
		<b><u>FLIGHT 4</u></b>							
	4.1	.T.....	6A - 10A	60	11/08/2016 - 11/08/2016	1D	2	\$450.00	2
				** FLIGHT TOTALS **			2	\$900.00	

CONT# 30228243 Mod# Ver# 1 (Last = )  
REP EASTMAN

DDS CONT# 0  
C/P/E: ESAF / IN / 4410

	Nov 16						
SPOTS	22						
CASH	5580.00						
TRADE	0.00						
NSL	0.00						
TOTAL	5580.00						

							TOTAL
SPOTS							22
CASH							5,580.00
TRADE							0.00
NSL							0.00
TOTAL							5,580.00

**\*\* Competitive Comments \*\***

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b>	<b>Date:</b>
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I, **Rita O'Brennan**

do hereby request station time concerning the following issue:

<b>Ending Spending Action Fund</b>
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	Varies				

This broadcast time will be used by: Ending Spending Action Fund



**Programming that “communicates a political matter of national importance” includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to “our next senator”, “our person in Washington” or “the President”); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).**

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ Yes ☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Ending Spending Action Fund  
817 Salem Lane  
Alexandria, VA 22304

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

**CEO, Todd Rickels**  
**President, Brian Baker**  
**Treasurer, Nancy Watkins**

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL  
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished  
by (name and address):

Ending Spandling Action Fund  
817 Slaters Lane  
Alexandria, VA 22314

and you are authorized to announce the time as paid for by such person or entity  
(hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of  
directors below (or attach separately):

CEO: Todd Rickelts  
President: Brian Baker  
Treasurer: Nancy Watkins



**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

8/11/16  
Date

[Signature]  
Signature

202-643-2771  
Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☐ Accepted

☐ Accepted In Part

☐ Rejected

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

**AGREED UPON SCHEDULE**

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	Varies				

Attach proposed schedule with charges (if available): **GROSS**

**AFTER AIRING OF BROADCASTS:**

Attach Invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (Identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.





Client Information Request Form  
Issue

Advertiser Group Name: Ending Spending Action Fund

Address: 817 Slaters Lane

City, State & Zip Code: Alexandria, VA 22314

Phone: 202.642.2771

Fax: \_\_\_\_\_

Executive Director or  
President Brian C. Baker

Group Treasurer Nancy H. Watkins